

FTC, Office of Sec'y, Room H-135 (Annex W)
600 Pennsylvania Ave NW
Washington, DC 20580

RE: Business Opportunity Rule R511993

To Whom It May Concern:

I am writing this letter because I am concerned about the proposed Business Opportunity Rule R511993. I believe that in its presented form, it would prevent the business I operate from continuing as a XanGo™ Independent Distributor, and would destroy the small business I have worked so hard to build and operate, as well as those of, literally, thousands of others.

I have been operating a home based business, which is an independent Contractor representing XanGo™ LLC, for more than 2 years. I contracted to operate this business because I loved the product and wanted to share it with others. Many of the people I have introduced XanGo™ to are now operating their XanGo™ businesses as well. Please don't destroy these small business people who are working towards supporting their families with their XanGo™ income.

Some of the sections in the proposed rule (Rule 511993) would make it hard or almost impossible for me to sell the XanGo™ product and would make it especially difficult, if not impossible, to introduce others to this opportunity under the proposed rules. Changing to the new rules would devastate the growth and profit potential of the business I operate.

The proposed waiting period will give the public the idea that there's something wrong with me or the XanGo™ business plan and also will reflect badly on me. I believe this seven-day waiting period is unnecessary, because XanGo™ already has a 90% buyback policy for all products including sales kits purchased by a salesperson. Additionally a 100% total money back guarantee, which applies to any new enrollee, is guaranteed for these new enrollees and is currently and daily exercised freely by anyone purchasing from XanGo™ within the first 30 day period. The current procedures in place by XanGo™ already insure that no one can ever be hurt financially by the XanGo™ business opportunity.

One of the most difficult sections of the proposed rule is the seven day waiting period to enroll a new distributor. The procedures associated with the proposed rule change would make it, literally, extremely difficult to build and operate a XanGo™ business. This change would stifle the initial profit and actually make operating a XanGo™ business

less profitable than it currently is under the existing rules and procedures. For a new rule to stifle profit should point out the inadequacy of thought that has generated this new rule proposal.

The XanGo™ sales kit only costs \$35. People buy TVs, cars, and other items that cost much more than that and they don't have to wait seven-days. Under this waiting period requirement, I will need to keep very detailed records when I first speak to a prospect and will then have to send in reports to my company. XanGo™ distributors operate small home businesses and this burden could destroy them completely by requiring excessive paperwork, and requiring a person to be a superstar instead of being just an ordinary person seeking to get ahead. With these new proposed rules, the XanGo™ opportunity would cease to be for the average person, like myself, and would require one to be an aggressive and capable business person in the beginning. This is exactly opposite to what the XanGo™ business opportunity was designed to do.

The proposed rule requires the disclosure of a minimum of 10 prior purchasers nearest to the prospective purchaser. I would be glad to provide references, but in this day of identity theft, I am very uncomfortable giving out the personal information of individuals (without their approval) to strangers.

Also, sharing names and addresses of existing distributors with a "prospect" would open an organization to being attacked by other businesses. A person from another sales organization who wished to proselytize an existing organization would literally be given free information. Why would any person in his/her right mind feel sharing existing contacts and/or customers with their competition was in their best interest?

XanGo™ is a good company, please do not lump great companies like XanGo™, which has a 100% money back 30 day guarantee, into the same barrel as those who currently take advantage of others daily with no repercussions. If you wish to go after those who are damaging or hurting innocent people, I will support you!

Please insure that any proposed rules will not be detrimental to the incredible volume of sales created by the Direct Selling Industry, a Multi Billion Dollar industry today. To do so would hurt the United States economy tremendously. May I humbly suggest that you or your representative visit the XanGo™ LLC headquarters in Utah and see what kind of passionate and caring company this is? You will be shocked to see a company which has the hearts of the American people in their minds, and one that would never place an individual in peril financially.

Thank you for your time,

Tristi J. Hendrick